

## Allianz Real Estate Germany uses docurex® for the sale of two property packages with a total value of three billion.

### At a glance

- ▶ Sale of two property packages with a total value of EUR three billion by Allianz Immobilien GmbH in a structured bidding process.
- ▶ Preparation of the virtual data room system **docurex® Enterprise Edition** with **over 250,000 documents for a total of 650 users.**
- ▶ The legal, technical and economic inspection of all the documents was carried out in the shortest possible time as part of a due diligence process.
- ▶ Response to a large number of questions from bidders within a few weeks using a powerful Q&A tool (module for fast handling of questions and answers).
- ▶ **Over 60% cost savings** against the use of a physical data room.
- ▶ High level of contract and revision security through unalterable recording of all user activity of the bidders.

**„We chose docurex® because we were fully convinced by the cost-benefit-ratio as well as the performance of the provider.**

Dirk Schlürmann, Director  
Allianz Real Estate Germany GmbH



### docurex® in use

Both transactions represented a significant step towards a broader international diversification of real estate investments.

The 650 users on the bidder, consultant and vendor side had unrestricted and simultaneous access to the available data room content.

The completely parallel handling of the inspections by the bidders considerably shortened the due diligence phase compared with the use of a physical data room. Consequently, the equal treatment of all stakeholders in the order of provided information was ensured.

By using **docurex®** as a virtual data room, there were **enormous savings in costs** which would have been incurred in the setting up of a physical data room, as well as from the logistical expenses (photocopying, checking, distributing) in the duplication of provided information.

### Allianz Real Estate GmbH

Allianz Real Estate Germany GmbH (previously Allianz Immobilien GmbH) is one of **Europe's largest property management companies.** On behalf of the German Allianz companies, it deals with property at home and abroad with a market value of several billion euros. In 2007, as part of a portfolio optimisation, Allianz sold two property packages with **over 210 economic units at a purchase price of three billion euros.**

**„We have very demanding customers. So every process and every action has to fit.“**

Rainer Mutschler, Project Manager  
Allianz Real Estate Germany GmbH

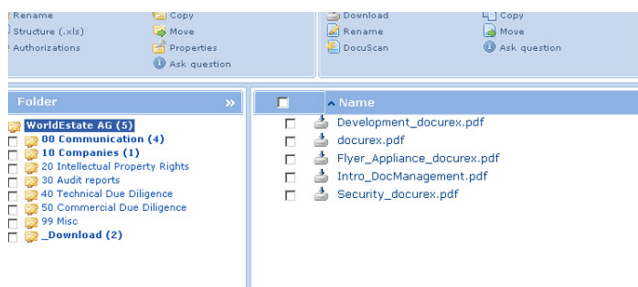
### The challenge

The data set to be tested, consisting of legal, technical and economically relevant documents, amounted to approximately 3,000 physical folders and more than 12,000 large-format plans. In close cooperation with a scanning provider, all documents were imported into the **docurex®** data room system and provided as PDF documents within a few weeks.

## Unique features

A powerful and yet easily manageable permissions structure ensured that each user could only access the documents provided for them. Through the unalterable **recording of defined user activities**, the high security requirements of the entire system were fully met.

The intuitive use of the **docurex**<sup>®</sup> data room enabled the immediate use of the system, without the need for time-consuming training of the 650 users. The excellent **docurex**<sup>®</sup> user interface was certified by the Fraunhofer Institut in a complex process and guarantees the greatest ease of use at the highest level of efficiency. The usability of the application is just as easy as using Windows Explorer.



In the direct comparison of competitors, **docurex**<sup>®</sup> had the best cost-benefit ratio for this area of use. It was possible to successfully complete both projects within the defined framework of time and cost.

## About docurex<sup>®</sup>

**docurex**<sup>®</sup> is a trademark of the company astiga GmbH, headquartered in Stuttgart, and is one of the leading data room solutions for secure online document management.

**„Using the Q&A module, we were able to process and answer all the bidders' questions on the selected documents in a structured way and within the shortest possible time.“**

Andreas Bleuel  
Allianz Real Estate Germany GmbH

**docurex**<sup>®</sup> is used in mergers & acquisitions processes, and in the cross-company transactions of many medium-sized and large companies.

Because of its expandability, **docurex**<sup>®</sup> can be adapted to almost all conceivable business processes. Sales transactions of real estate portfolios, for example, can thus be realised in an instant from existing legacy systems.

Test **docurex**<sup>®</sup> yourself, simple and uncomplicated. Completely free and with no obligation.

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